

Current Data

New Retail Deliveries YTD (units)	1,973
Month of Year	10
Average # Retail Units Delivered Per Month	197
Total # Units Currently in Inventory	167
Months Supply "In Units"	0.8
CURRENT Inventory Turn Rate	14.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,886
CURRENT Monthly Gross Profit	\$ 372,108
CURRENT Yearly Front End Gross Profit Total	\$ 4,465,294

Projection

	14.0
\$	1,800.0
	195
\$	350,700
\$	(21,408)
\$	4,208,400
\$	(256,894)

Additional Income

				Monthly
				(3)
Current New Vehicle F&I Average PVR			1977	\$ (5,931)
PDI & Accessory Sales PVR	125.46	X 50% Gross	\$ 125	\$ (376)
Trade %	70%	# of Trades	(2.1)	\$ (613)

UV Immediate Wholesale %	23%	# of Trades Immediate Wholesaled	(0.5)	\$	(1,496)
Average Recon on U/C Trade	1850	X 50% Gross	\$ 925	\$	(3,496)
Average PUVR Wholesale			\$ 1,270	\$	(1,779)
Average PUVR (Front and Back) on Trades			\$ 2,162	\$	(4,500)
Hard Pack Per Unit UV			\$ 1,100	\$	(4,612)
Hard Pack Per Unit NV			\$ 1,500	\$	(3,579)
Doc Fee/ Admin Fee Per Unit			\$ 999	\$	(561)
OEM Incentives Per Unit			\$ 1,193	\$	(495)
Floorplan Assistance Per Unit			\$ 187	\$	(21,407.80)
Advertising Credits Per Unit			\$ 165	\$	(27,439)
Total Washout PNVR (Adjusted for %s)			\$ 11,147	\$	(48,846)
Note: This does not include future Gross Opportunities				\$	2,171,720



ns	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit Variance	



PROJECTED	<u>Yearly</u>
Additional NV Units	(36)
NV F&I Increase	\$ (71,172)
PDI & Accesory Increase	\$ (4,517)
UV Wholesale Increase	\$ (7,361)

UV Recon Increase	\$ (17,949)
UV Retail PUVR Increase	\$ (41,951)
Hard Pack Increase UV	\$ (21,344)
Hard Pack Increase NV	\$ (54,000)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (55,349)
OEM Incentives Increase	\$ (42,948)
Floorplan Assistance Increase	\$ (6,732)
Advertising Credit Increase	\$ (5,940)
Front End Variance (from above)	\$ (256,894)
Additional Income Variance	\$ (329,263)
Total Variance	\$ (586,156)
Total Projected Gross Profit	\$ 26,060,643





Projections

Data	Projected New Retail Deliveries YTD (units)	2,338
	Average <u>Front End</u> Gross Profit PNVR	\$ 1,886
	Annualized Yearly Front End Gross Profit Total	\$ 4,409,468



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,977	\$ 4,622,226
PDI & Accessory Sales PVR	\$ 125	X 50% Gross	\$ 63	\$ 146,663
Trade %	70%	# of Trades	1,636.6	1,636.6
UV Immediate Wholesale %	23%	# of Trades Immediate Wholesaled	376.4	376.4
Average Recon on U/C Trade	\$ 1,850	X 50% Gross	\$ 925	\$ 1,165,668
Average PUVR Wholesale			\$ 1,270	\$ 478,051
Average PUVR (Front and Back) on Trades			\$ 2,162	\$ 2,724,513
Hard Pack Per Unit UV			\$ 1,100	\$ 1,800,260
Hard Pack Per Unit NV			\$ 1,500	\$ 3,507,000
Doc Fee/ Admin Fee Per Unit			\$ 999	\$ 3,594,584

OEM Incentives Per Unit	\$	1,193	\$	2,789,234
Floorplan Assistance Per Unit	\$	187	\$	437,206
Advertising Credits Per Unit	\$	165	\$	385,770
Total Washout PNVR	\$	11,147	\$	26,060,643
Note: This does not include future Gross Opportunities				

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